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# COLLINS FOODS LIMITED

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2016 ANNUAL GENERAL MEETING

1 September 2016

**KFC**

**Sizzler**



**CFL**  
COLLINS FOODS LIMITED



COLLINS FOODS LIMITED

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## Chairman's address

Robert Kaye SC

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COLLINS FOODS LIMITED

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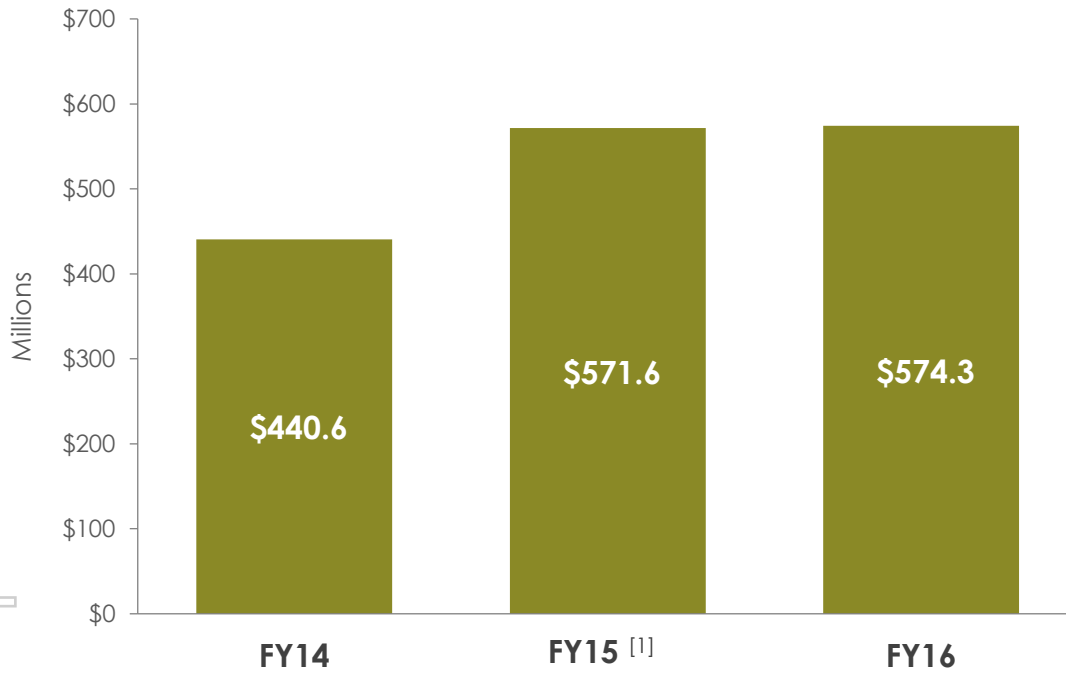
## **Managing Director and CEO address**

Graham Maxwell

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# Overall Revenue

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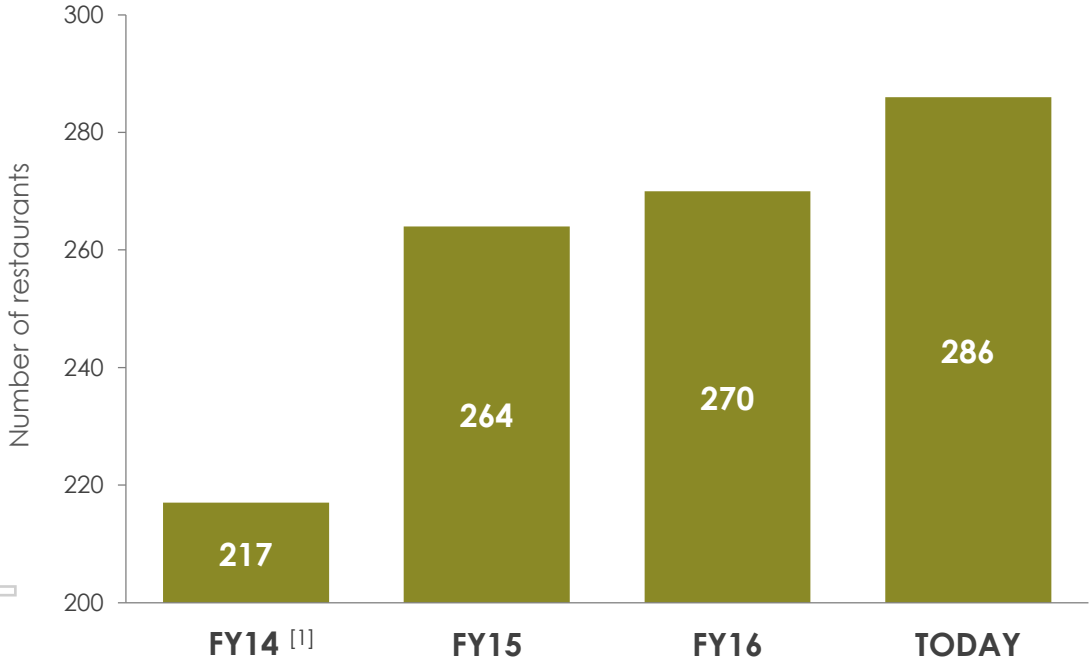


[1] 53 week year



# Total Restaurant Count

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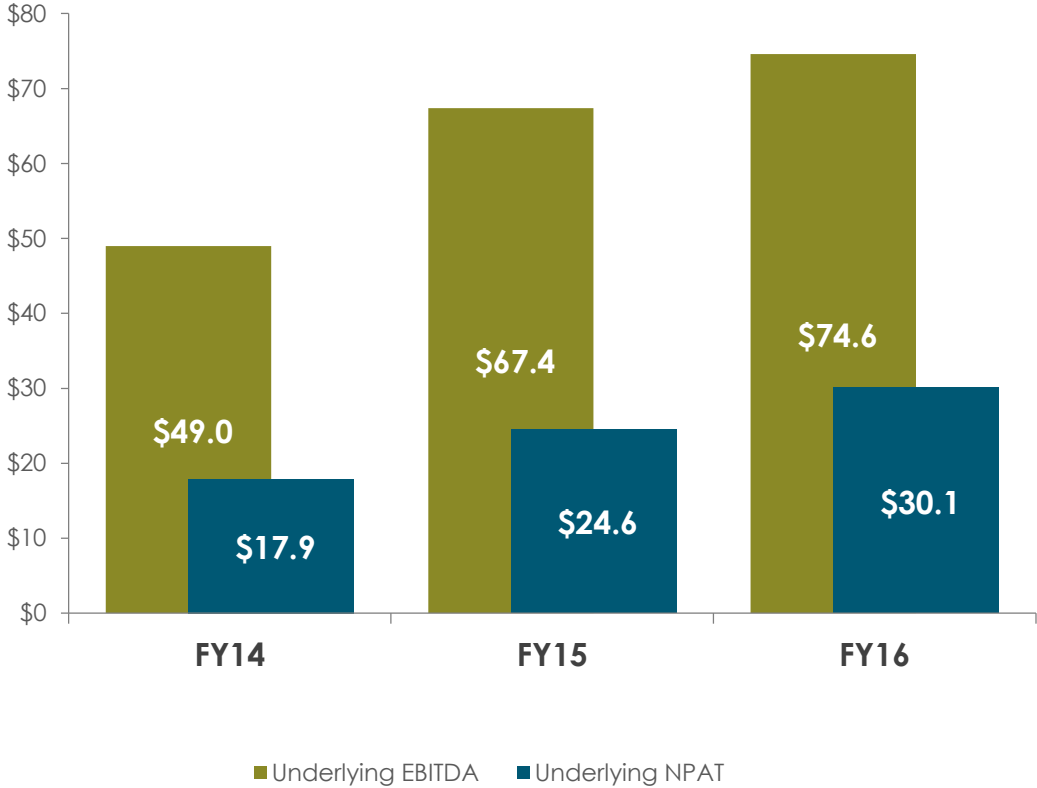


[1] excluding WA/NT restaurants acquired on 7 March 2014



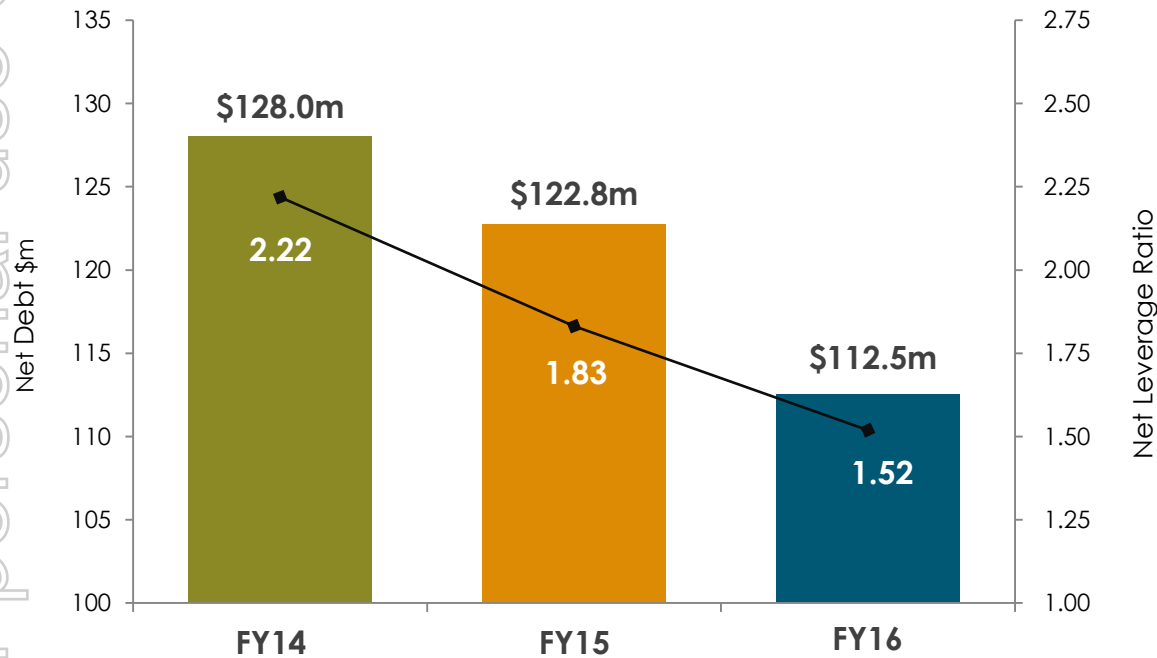
# Total Underlying EBITDA & NPAT

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# Net Debt & Net Leverage Ratio

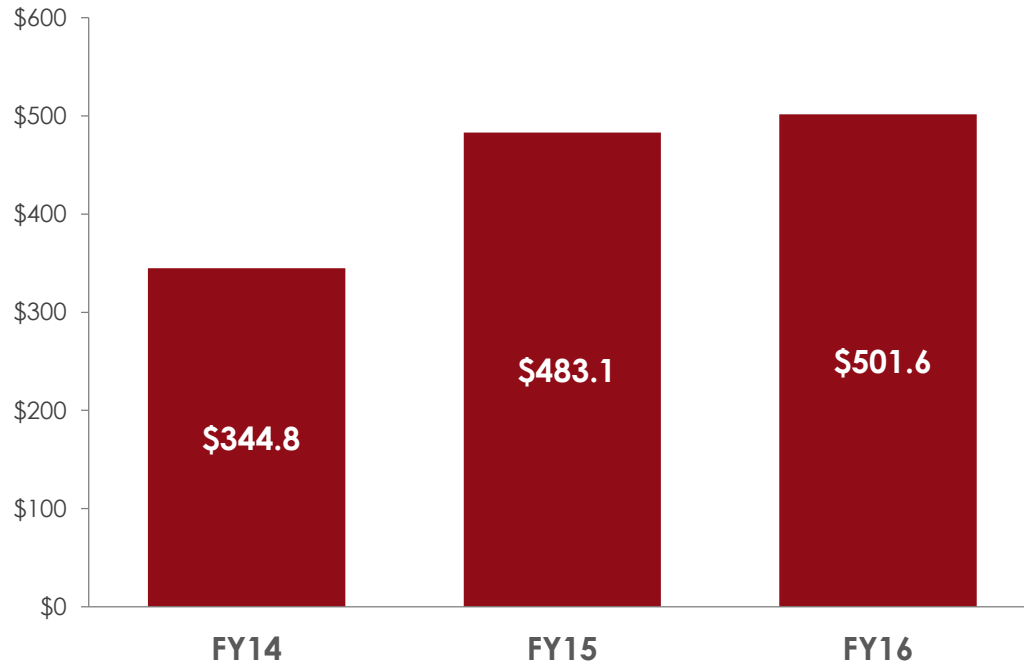


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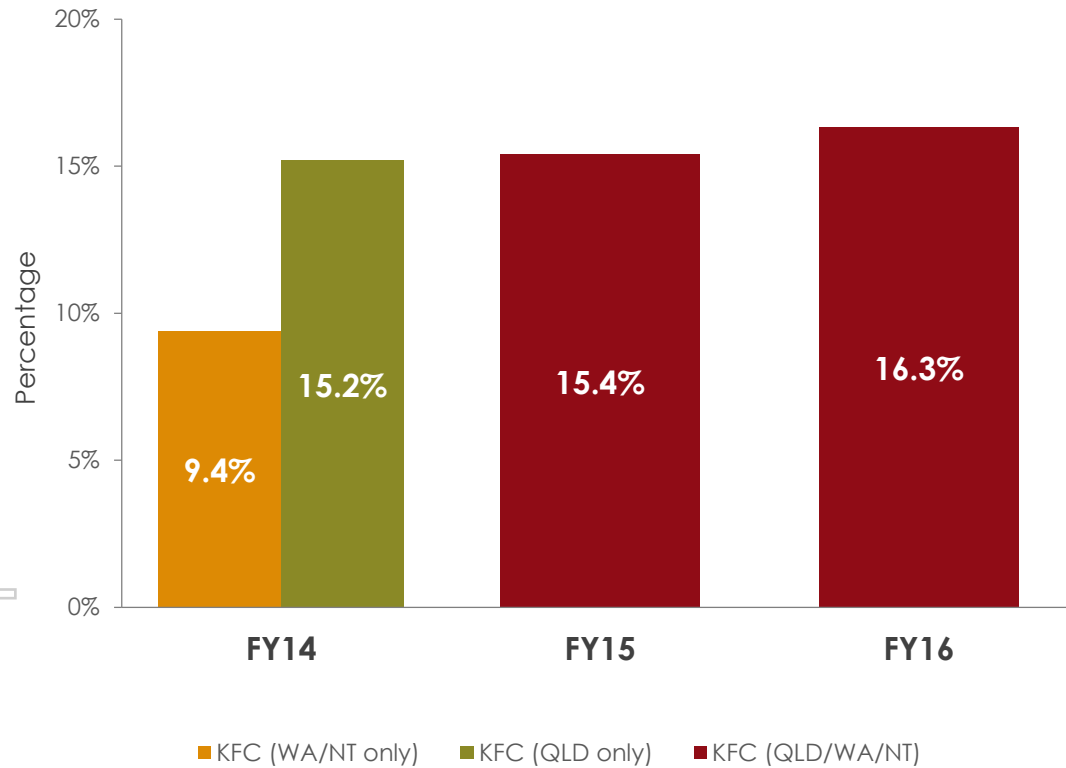
# KFC Revenue

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# KFC Margin



# Acquisition of 13 KFC restaurants

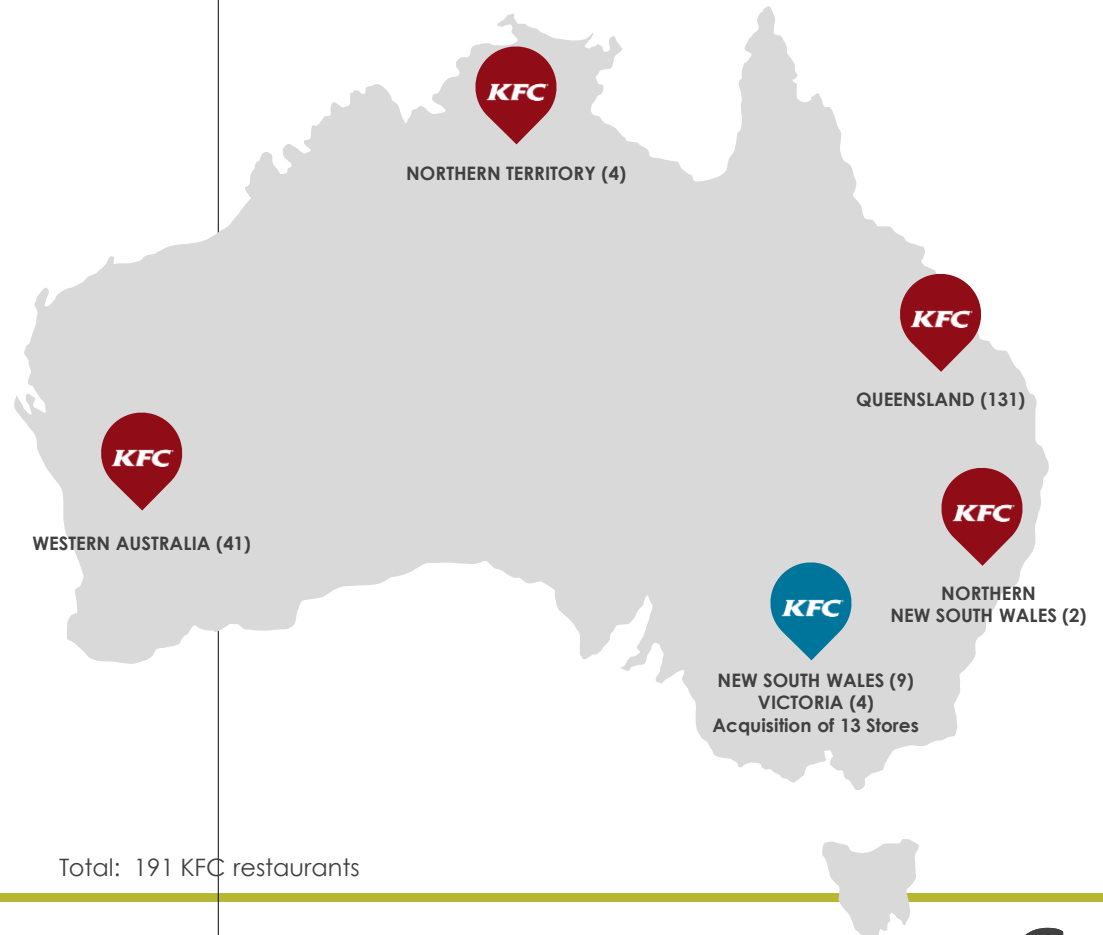
- Acquisition of 13 KFC restaurants located around the New South Wales and Victorian border announced in May
- Provides growth opportunities in these States
- On a trailing basis Sales were \$32.3m and EBITDA (pre-synergies) was \$4.3m
- Immediately EPS accretive (pre-synergies)
- Has increased the number of KFC restaurants by 13 to 191



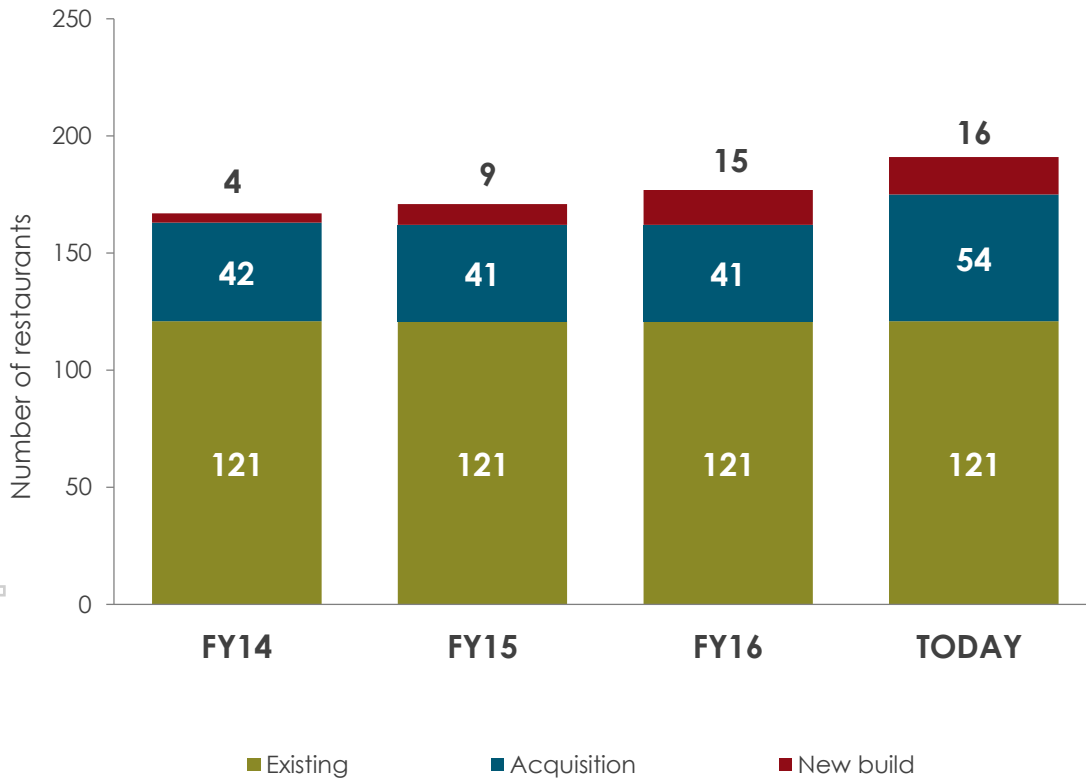
Stores acquired



Current stores numbers in the state



# KFC Restaurants

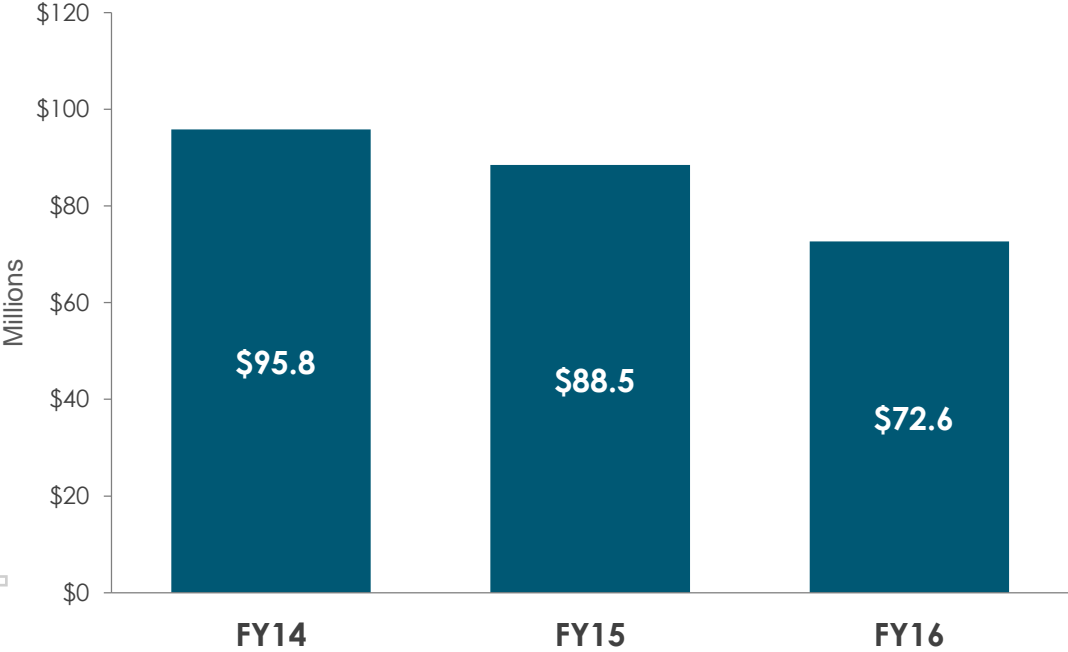


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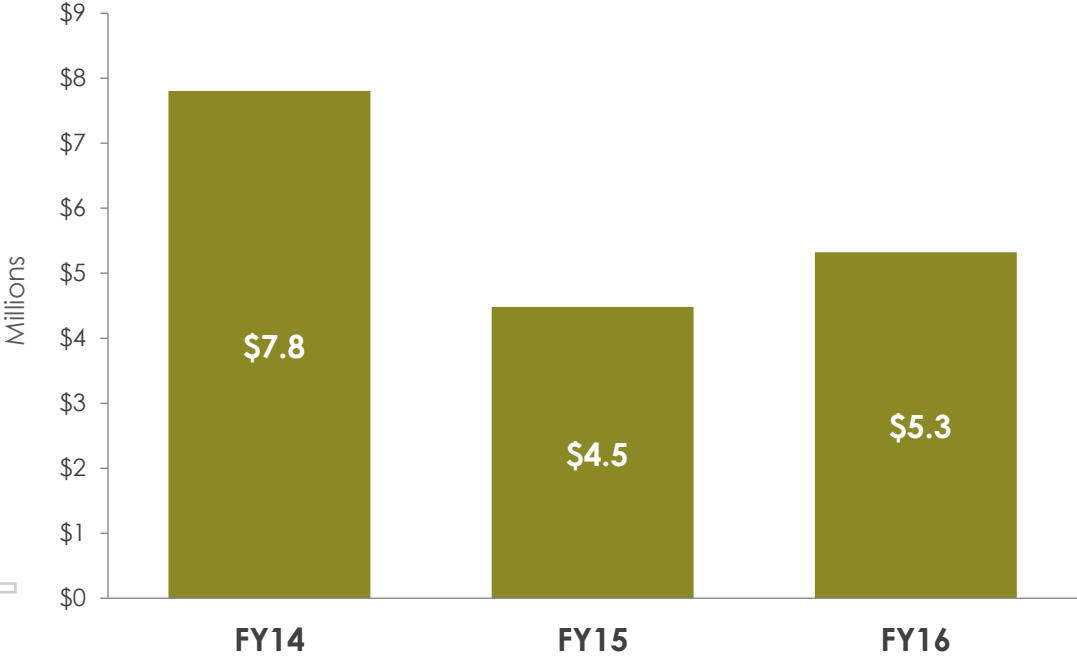
# Sizzler Revenue

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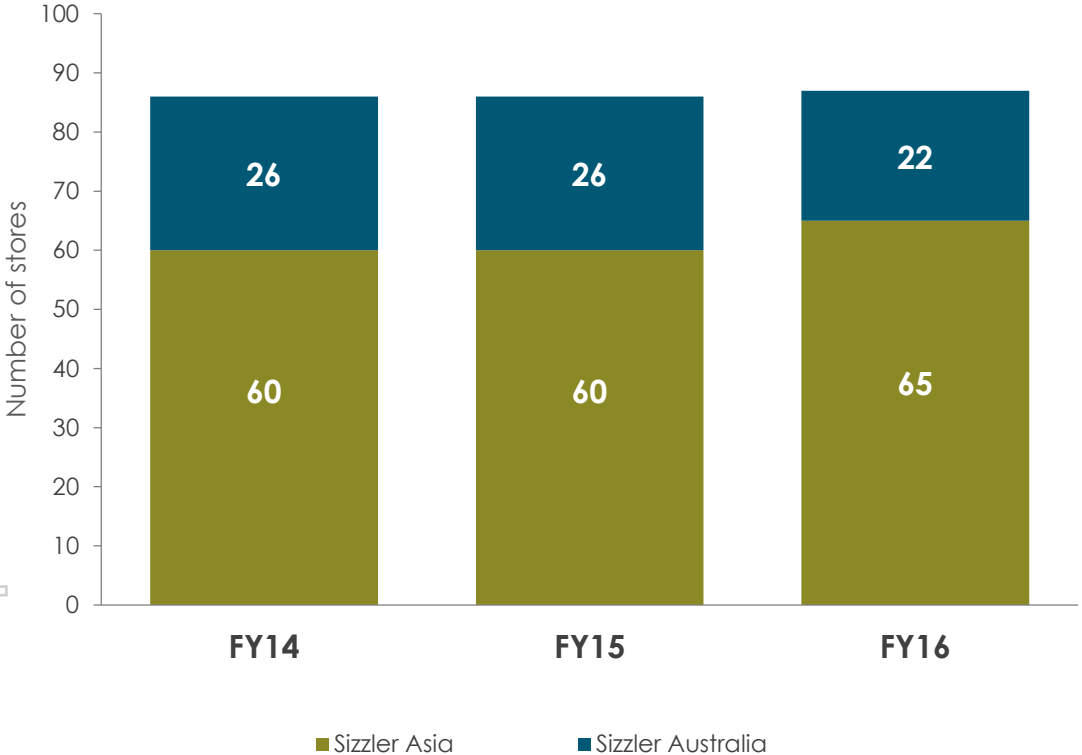
# Sizzler Underlying EBITDA

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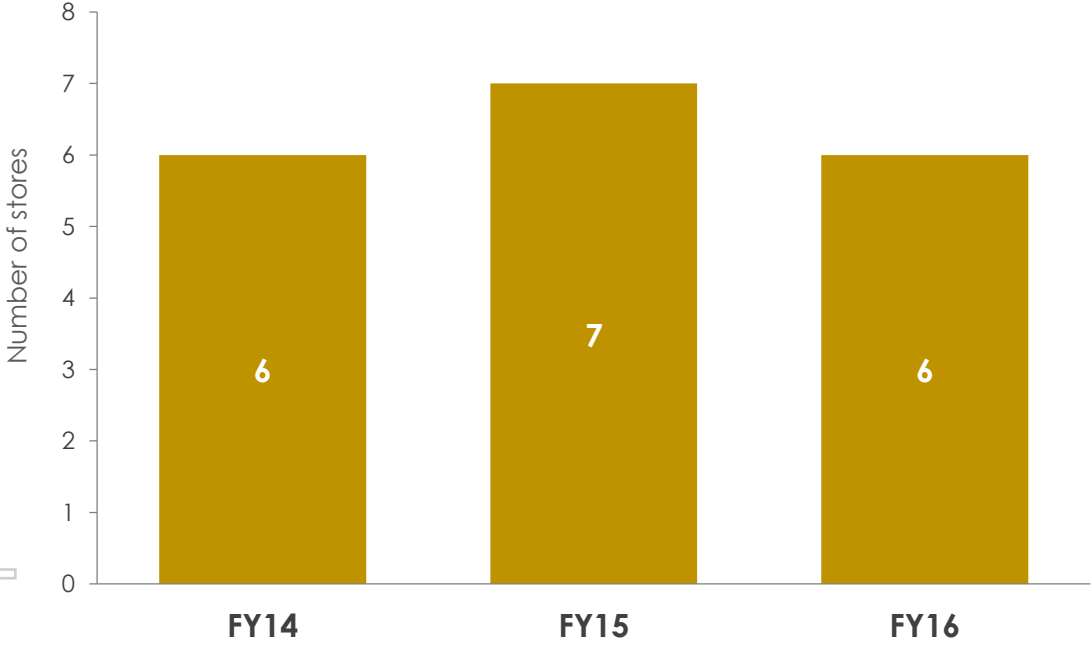


# Sizzler Restaurants



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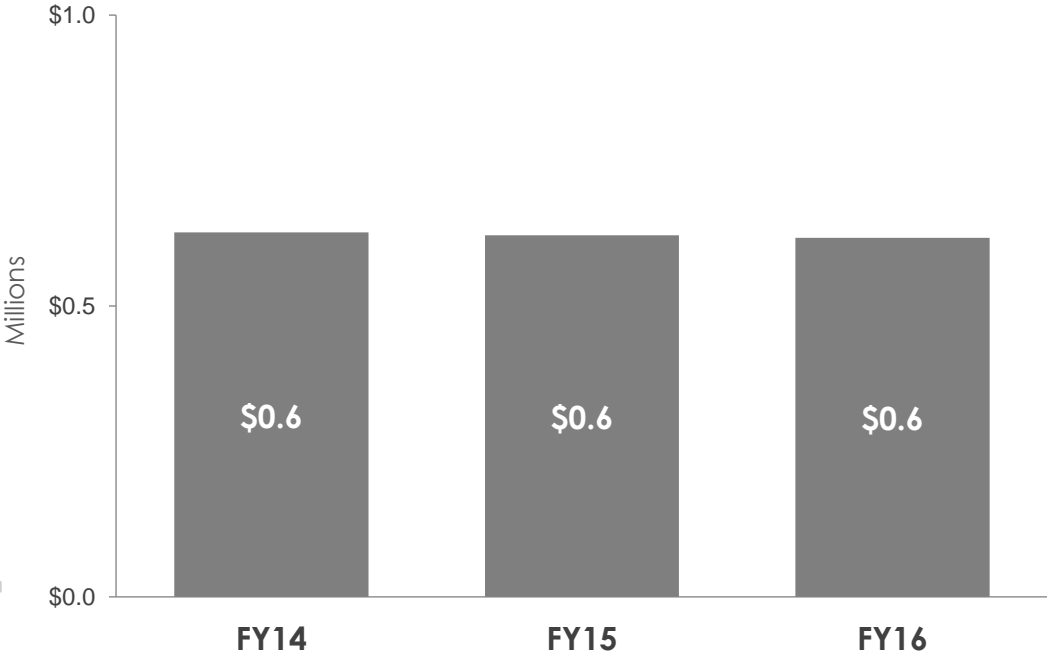
# Snag Stand Store Count



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# Charitable Donations



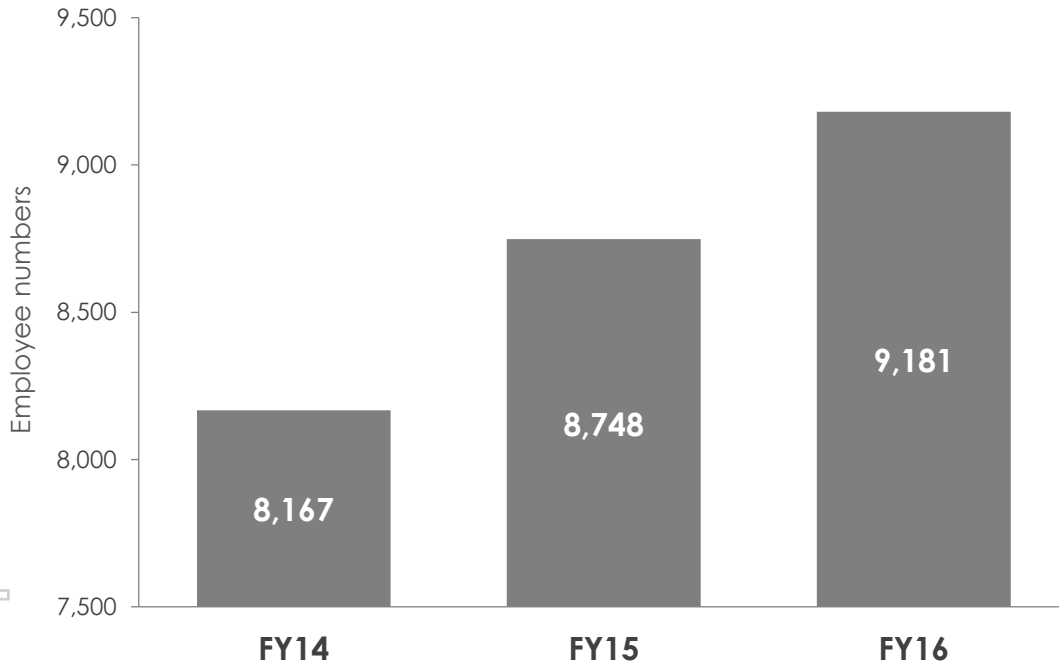
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# Fantastic Employees

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## AGM business

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# Item 1. Financial and Other Reports

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**To receive and consider the Financial Report, Directors' Report and Independent Auditor's Report of the Company and its controlled entities for the financial period ended 1 May 2016**

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## Item 2. Re-election of Director – Bronwyn Morris

**To consider and, if thought fit, to pass the following resolution as an ordinary resolution:**

“To re-elect as a Director of the Company Bronwyn Morris who, being a Director of the Company, retires and, being eligible, offers herself for re-election”

### PROXIES

In respect of this item of business, the following proxies have been received:

	NUMBER	PERCENTAGE %
For	49,322,399	93.36
Open	3,142,917	5.95
Against	365,839	0.69
<b>Total available</b>	<b>52,831,155</b>	<b>100</b>
Abstain	125,278	

*The Chairman intends to vote all available proxies in favour of this resolution.*

# Item 3. Increase in the maximum aggregate annual remuneration of Non-executive Directors

**To consider and, if thought fit, to pass the following resolution as an ordinary resolution:**

“That, for the purpose of ASX Listing Rule 10.17, clause 50 of the Company’s Constitution and all other purposes, the maximum aggregate annual remuneration that may be paid by the Company as remuneration for the services of the Company’s Non-executive Directors be increased by \$200,000 from \$700,000 to \$900,000 with effect on and from 2 September 2016.”

## PROXIES

In respect of this item of business, the following proxies have been received:

	NUMBER	PERCENTAGE %
For	40,886,670	91.26
Open	3,121,410	6.97
Against	792,881	1.77
<b>Total available</b>	<b>44,800,961</b>	<b>100</b>
Abstain	480,399	

*The Chairman intends to vote all available proxies in favour of this resolution.*

## Item 4. Renewal of Shareholder Approval for LTIP

**To consider and, if thought fit, to pass the following resolution as an ordinary resolution:**

"That, for the purpose of Listing Rule 7.2 exception 9 and for all other purposes, the Collins Foods Limited Executive and Employee Incentive Plan (LTIP), the terms of which are summarised in the Explanatory Notes, be and are hereby re-approved."

### PROXIES

In respect of this item of business, the following proxies have been received:

	NUMBER	PERCENTAGE %
For	41,220,299	91.85
Open	3,188,635	7.11
Against	467,771	1.04
<b>Total available</b>	<b>44,876,705</b>	<b>100</b>
Abstain	404,655	

*The Chairman intends to vote all available proxies in favour of this resolution.*

# Item 5. Proposed issue of Performance Rights to Graham Maxwell under the LTIP

**To consider and, if thought fit, to pass the following resolution as an ordinary resolution:**

“That for the purpose of Listing Rule 10.14 and for all other purposes, approval is given for the issue, to the Managing Director and CEO of the Company, Graham Maxwell, of Performance Rights under the LTIP as a long-term incentive on the terms set out in the Explanatory Notes, and for the issue of Shares upon exercise of those Performance Rights.”

## PROXIES

In respect of this item of business, the following proxies have been received:

	NUMBER	PERCENTAGE %
For	38,694,047	86.21
Open	3,153,739	7.03
Against	3,033,369	6.76
<b>Total available</b>	<b>44,881,155</b>	<b>100</b>
Abstain	400,205	

*The Chairman intends to vote all available proxies in favour of this resolution.*



# Item 6. Adoption of Remuneration Report

**To consider and, if thought fit, to pass the following as an ordinary resolution**

“That the Remuneration Report (which forms part of the Directors’ Report) in respect of the period ended 1 May 2016 be adopted.”

Note: This resolution is advisory only and does not bind the Directors or the Company.

## PROXIES

In respect of this item of business, the following proxies have been received:

	NUMBER	PERCENTAGE %
For	37,849,233	84.93
Open	3,140,570	7.05
Against	3,573,025	8.02
<b>Total available</b>	<b>44,562,828</b>	<b>100</b>
Abstain	469,384	

*The Chairman intends to vote all available proxies in favour of the adoption of the Remuneration Report.*

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